

AFD Software v DCML Ltd provides a sobering example of over-zealous sales representatives

A recent High Court judgment in a software licensing dispute underlines the dangers lurking from pre-contract sale representations. Richard Osborne reports on the case and suggests a strategy for minimising the dangers.

More than once statements made by the over-zealous sales representatives of companies have returned to haunt their lawyers years later. A recent case in the High Court, *AFD Software v DCML Ltd* [2015] EWHC 453 (Ch), has provided a sobering example in the context of a software licensing dispute.